

## **CHAPTER V**

### **CONCLUSION AND RECOMMENDATION**

#### **5.1 Introduction**

This chapter would present the proposition of this study base on this study finding, moreover the managerial implementation and the limitation of the study as well as the suggestion for further study to explore new experiment beyond this study.

#### **5.2 Conclusions**

The growth of mobile coupon is inevitable because its traits that in harmony with the development in the current era. Mobile coupon provide the marketers an advertisement place that located in the hand of consumers, while the consumers also get the latest promotional event information that they may miss. The mobile coupon approach gather mixed reaction from the markets because various factors, in this study we examine some factors that may drives the consumers' stance in their interaction with mobile coupon that lead whether they redeem it or not. This study focus on the Yogyakarta university student as the research object to verify the research's notion about the factors that drives the university students' intention to redeem mobile coupon. There was 181 sample used in this study to support the

study analyse the related factors in its relation with consumers' intention to redeem mobile coupon. The study produce a findings as following:

1. The respondent involved in this study are 181 Yogyakarta college students that have prior experience of using mobile coupon, with the majority of 107 are male respondent or 59,1% of the respondent and the rest of 40,9% are female with total of 74 respondent.
2. Out of 181 respondent, 33 of it have less than 1 million rupiah for their monthly allowance, and 49 of it have monthly allowance in the range between 1 up till 2 million rupiah, and 99 of the respondent have more than 2 million rupiah monthly allowance.
3. Economics benefits proved to positively influence the consumer positive attitude towards mobile coupon.
4. Convenience proved to positively influence the consumer positive attitude towards mobile coupon.
5. Consumers attitude towards mobile coupon positively influence consumers' intention to redeem mobile coupon.
6. Perceived control factors positively influence consumers' intention to redeem mobile coupon.
7. Social influence factors positively influence consumers' intention to redeem mobile coupon.

### 5.3 Managerial Implications

Accordance with the findings the marketers should consider involved variable in this study when developing their own mobile coupon approaches. The three main variable in this study which is positive attitude, perceived control, and social influence proved to be positively influence the consumers' intention to redeem mobile coupon. And to do so the marketers should make the content of their mobile coupon as convenience as possible and not forget the essences of coupon which is to give economics benefits to the consumers, by provide both economic benefits and convenience aspect it would help the consumers to perceive the coupon positively that would reflect on their attitude toward mobile coupon.

Beside provide the consumers with the mobile coupon the marketers should consider how they execute their mobile coupon strategy especially how they distribute it to the consumers. Based on the findings in this study, the consumers to like be in control of the mobile coupon they receives. The perceived control of the mobile coupon that consumers have proved positively influencing the consumer intention to redeem it. Therefore pull based mobile coupon is well received rather than push based mobile coupon because the consumer have sufficient control over the message they received.

Meanwhile social influence also play the role that is not less important than mentioned factors in this study. The social influence towards consumer intention to redeem mobile coupon vary with each individual. The differences in

individual perception about social influence effecting the degree of influence of social aspect have on their action, therefore the mobile coupon senders should consider their markets social factors such as whether it is collectivism or individualism when designing their mobile coupon strategy.

#### **5.4 Suggestions**

This study was associated with a few limitations. Firstly, the time and resources limitation which make the data collected in this study only using questionnaire form, that may make respondent cannot react how they usually do when they receive mobile coupon, an additional experiment with an actual mobile coupon may provide more concrete data set that lead to more detailed findings. Second, this study conducted in Yogyakarta region that provide the result of social influence factors compared with study that conducted in south Africa and Austria. Therefore future study should also use different location to verify the effect of social influence in different region compared with this and the previous study. Lastly the factors that used in this study also used in the previous study so it is highly encouraged to the future research to use different set of constructs.

## 5.5 Research Limitations

The limitation that existed in this study as following:

1. The majority of respondent are Universitas Atma Jaya Yogyakarta student and the rest are university student from others university in Yogyakarta. Which make the data produced in this study may only reflect the Universitas Atma Jaya Yogyakarta student and not Yogyakarta university student as a whole.
2. The questionnaire distributed through two approach the first one are conducted in a private season and the second is distributed through online media. Where the researcher did not have control in the fulfilment process of online approach.

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## APPENDIX I – QUESTIONNAIRE

**Hello, My name is Glanlay Gabriel Santoso. I am a student of International Business Management Program, Faculty of Economics, Universitas Atma Jaya Yogyakarta. I am conducting the study about the factor affecting yogyakarta university student intention to reedeem mobile coupon. All the data inputted in the questionnaire would be keep and used only for this study purpose. Thank you for your participation.**

**Please read the questions carefully before answering. Please tick the provided options.**

Hallo, Nama saya Glanlay Gabriel Santoso. Saya mahasiswa program studi Manajemen Kelas Internasional, Fakultas Ekonomi, Universitas Atma Jaya Yogyakarta. Saya sedang mengadakan studi tentang faktor yang mempengaruhi niat mahasiswa yogyakarta dalam menggunakan kupon seluler. Semua data yang dimasukan dalam kuesioner ini akan disimpan dan digunakan hanya untuk tujuan penelitian ini. Terima kasih atas partisipasinya  
Silahkan baca pertanyaanya dengan seksama sebelum menjhjawab. Mohon centang pilihan yang tersedia.

### **Personal Data** Dara Pribadi

**What is your gender?** Apa jenis kelamin anda?

☐ **Female** Perempuan

☐ **Male** Pria

**Do you have prior m-coupon experience(s)?** Apakah anda memiliki pengalaman menggunakan mobile coupon

☐ **Yes** Ya

☐ **No** Tidak

**How much pocket money you receive monthly?** Berapakah uang saku bulanan anda?

☐ **< RP 1.000.000**

☐ **RP 1.000.000 – RP 2.000.000**

☐ **> RP 2.000.000**

### **Questionnaire** Kuisisioner

		1	2	3	4	5
1	<b>When I use mobile coupons, I feel that I am getting a good deal.</b> Saat saya menggunakan kupon seluler. Saya merasa mendapatkan tawaran yang bagus.					
2	<b>Mobile coupon can help me save money.</b> Kupon seluler bisa membantu saya menghemat uang.					
3	<b>I believe the financial gain from using mobile coupons is worthwhile.</b> Saya percaya keuntungan finansial dari menggunakan kupon seluler berharga.					
4	<b>I would redeem mobile coupons because they are convenient.</b> Saya akan menggunakan kupon seluler karena itu mudah.					

		1	2	3	4	5
5	<b>I value the possibility to use mobile coupon via my mobile phone.</b> Saya menghargai kemungkinan untuk menggunakan kupon seluler melalui ponsel saya.					
6	<b>My interaction with mobile coupons is clear and understandable.</b> Interaksi saya dengan kupon seluler jelas dan dapat dimengerti.					
7	<b>I feel positive toward mobile coupons.</b> Saya merasa positif terhadap kupon seluler.					
8	<b>I think mobile coupons are valuable.</b> Saya pikir kupon seluler berharga					
9	<b>Mobile coupons are fun.</b> Kupon seluler menyenangkan.					
10	<b>I would like to be in control of the number of mobile coupons I receive.</b> Saya akan suka untuk dapat mengendalikan jumlah kupon seluler yang saya terima.					
11	<b>I want to get messages only from services I subscribed to.</b> Saya hanya ingin mendapatkan pesan dari layanan yang saya ikuti.					
12	<b>I would like to be in control when I receive mobile coupon on my mobile phone.</b> Saya akan suka untuk dapat mengendalikan kapan saya menerima kupon seluler di ponsel saya.					
13	<b>People who are important to me think that I should use mobile coupon.</b> Orang yang penting bagi saya berpikir bahwa saya harus menggunakan kupon seluler.					
14	<b>People who influence my behaviour think that I should use mobile coupon.</b> Orang yang mempengaruhi perilaku saya berpikir bahwa saya harus menggunakan kupon seluler.					
15	<b>I would use coupons for social appraisals.</b> Saya akan menggunakan kupon untuk penilaian sosial.					
16	<b>Redeeming mobile coupons makes me feel good.</b> Menggunakan kupon seluler membuat saya merasa baik.					



		1	2	3	4	5
17	<b>I would redeem mobile coupon.</b> Saya akan menggunakan kupon seluler.					
18	<b>Coupons make me want to buy products I wouldn't normally buy.</b> Kupon membuat saya ingin membeli produk yang biasanya tidak saya beli.					



# APPENDIX II – QUESTIONNAIRE RESULT

NO.	P1	P2	P3	E B 1	E B 2	E B 3	EB	C 1	C 2	C 3	CA	P A 1	P A 2	P A 3	PA	P C 1	P C 2	P C 3	PC	S I 1	S I 2	S I 3	SI	R I 1	R I 2	R I 3	RI
1	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	4	4	4	4,00	5	5	5	5,00	5	5	5	5,00	4	3	3	3,33	4	5	4	4,33
2	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	3	5	4	4,00	4	4	4	4,00	4	4	4	4,00	3	3	3	3,00	4	4	4	4,00
3	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	3	3	4	3,33	3	4	4	3,67	3	3	3	3,00	3	4	4	3,67
4	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	5	4	4,33	4	4	3	3,67	4	4	3	3,67	4	5	2	3,67	2	2	2	2,00	3	4	2	3,00
5	Perempuan	Ya	> Rp 2.000.000	4	4	3	3,67	4	4	3	3,67	4	4	4	4,00	4	3	3	3,33	3	3	3	3,00	3	3	3	3,00
6	Pria	Ya	> Rp 2.000.000	5	3	5	4,33	5	5	5	5,00	5	3	3	3,67	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00
7	Pria	Ya	> Rp 2.000.000	4	4	5	4,33	4	4	3	3,67	4	4	5	4,33	4	5	5	4,67	3	4	2	3,00	5	5	5	5,00
8	Perempuan	Ya	> Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	3	3,67	4	4	3	3,67
9	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	5	4	3	4,00	4	4	3	3,67	2	2	4	2,67	2	2	2	2,00	4	4	4	4,00
10	Perempuan	Ya	> Rp 2.000.000	5	5	5	5,00	4	4	4	4,00	5	4	3	4,00	4	2	3	3,00	2	4	3	3,00	4	4	2	3,33
11	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	2	4,00	1	3	2	2,00	4	2	2	2,67	5	2	1	2,67	4	3	4	3,67	3	5	4	4,00
12	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	3	4	4	3,67	3	4	3	3,33	3	3	4	3,33	3	4	4	3,67	4	4	4	4,00	3	3	4	3,33
13	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	2	2	4	2,67	4	4	4	4,00
14	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	2	3	3	2,67	2	3	3	2,67	4	3	2	3,00	3	4	4	3,67	3	3	4	3,33	3	3	3	3,00
15	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	4	4	4	4,00	4	4	4	4,00	4	3	2	3,00	4	4	5	4,33
16	Pria	Ya	< Rp 1.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00
17	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	5	4	4,33	4	4	2	3,33
18	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	5	4,33	5	5	4	4,67	4	4	5	4,33	4	4	4	4,00	5	4	5	4,67	5	5	5	5,00

NO.	P1	P2	P3	E B 1	E B 2	E B 3	EB	C 1	C 2	C 3	CA	P A 1	P A 2	P A 3	PA	P C 1	P C 2	P C 3	PC	S I 1	S I 2	S I 3	SI	R I 1	R I 2	R I 3	RI
19	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	2	4	5	3,67	2	3	3	2,67	3	3	3	3,00	3	5	2	3,33	3	3	2	2,67	4	2	4	3,33
20	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	2	2	2	2,00	3	3	3	3,00	4	3	3	3,33	3	4	3	3,33	3	3	3	3,00	3	3	3	3,00
21	Perempuan	Ya	> Rp 2.000.000	5	5	3	4,33	5	4	4	4,33	4	4	5	4,33	4	4	4	4,00	3	3	3	3,00	3	4	3	3,33
22	Perempuan	Ya	> Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
23	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	3	4	3	3,33	4	4	4	4,00	4	4	4	4,00	4	2	4	3,33	2	2	3	2,33	3	4	3	3,33
24	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	5	4	4,33	4	4	4	4,00	4	4	4	4,00	5	4	4	4,33	4	4	4	4,00
25	Pria	Ya	> Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00
26	Pria	Ya	< Rp 1.000.000	3	3	3	3,00	3	3	3	3,00	4	3	4	3,67	3	2	4	3,00	3	3	4	3,33	4	3	4	3,67
27	Pria	Ya	> Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	3	4	3	3,33	2	2	1	1,67	3	4	4	3,67
28	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
29	Pria	Ya	> Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
30	Perempuan	Ya	> Rp 2.000.000	3	3	3	3,00	5	5	5	5,00	3	3	3	3,00	5	5	5	5,00	1	1	3	1,67	3	3	1	2,33
31	Pria	Ya	> Rp 2.000.000	3	4	3	3,33	3	3	3	3,00	3	4	4	3,67	3	5	5	4,33	3	3	4	3,33	3	5	3	3,67
32	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	3	3,00	2	3	3	2,67	4	4	3	3,67	5	5	5	5,00	3	3	3	3,00	3	3	3	3,00
33	Pria	Ya	< Rp 1.000.000	4	4	4	4,00	3	3	3	3,00	4	2	4	3,33	4	5	4	4,33	2	2	4	2,67	4	3	4	3,67
34	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
35	Pria	Ya	< Rp 1.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	1	3,67
36	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	2	3	2	2,33	2	2	2	2,00	2	2	2	2,00	2	2	2	2,00	2	2	2	2,00	2	2	2	2,00
37	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00
38	Perempuan	Ya	> Rp 2.000.000	4	4	5	4,33	4	5	4	4,33	5	5	5	5,00	4	3	4	3,67	4	4	3	3,67	4	5	4	4,33
39	Perempuan	Ya	> Rp 2.000.000	5	5	5	5,00	5	5	4	4,67	4	5	5	4,67	4	4	3	3,67	3	3	3	3,00	4	4	4	4,00

NO.	P1	P2	P3	E B 1	E B 2	E B 3	EB	C 1	C 2	C 3	CA	P A 1	P A 2	P A 3	PA	P C 1	P C 2	P C 3	PC	S I 1	S I 2	S I 3	SI	R I 1	R I 2	R I 3	RI
40	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	1	1	1	1,00	1	1	1	1,00	1	1	1	1,00	1	1	1	1,00	1	1	1	1,00	1	1	1	1,00
41	Pria	Ya	< Rp 1.000.000	3	2	3	2,67	4	5	3	4,00	3	3	3	3,00	3	2	5	3,33	3	3	4	3,33	3	3	3	3,00
42	Pria	Ya	< Rp 1.000.000	3	2	2	2,33	3	1	4	2,67	2	2	4	2,67	3	3	3	3,00	4	3	5	4,00	4	4	5	4,33
43	Pria	Ya	> Rp 2.000.000	4	4	4	4,00	4	4	5	4,33	5	4	3	4,00	4	3	5	4,00	4	4	2	3,33	4	4	3	3,67
44	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	3	3	3	3,00	4	3	3	3,33	5	5	5	5,00	3	3	2	2,67	3	3	3	3,00
45	Perempuan	Ya	> Rp 2.000.000	4	5	4	4,33	4	3	4	3,67	4	4	3	3,67	3	5	3	3,67	4	3	4	3,67	5	5	5	5,00
46	Perempuan	Ya	> Rp 2.000.000	4	5	4	4,33	5	5	5	5,00	5	5	5	5,00	5	3	3	3,67	3	3	2	2,67	3	5	2	3,33
47	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	3	4	3,67	4	4	2	3,33	4	4	4	4,00	4	4	4	4,00	4	4	2	3,33	4	4	5	4,33
48	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	5	4	4	4,33	4	4	5	4,33	5	4	4	4,33	4	4	4	4,00	4	4	4	4,00
49	Pria	Ya	< Rp 1.000.000	4	4	4	4,00	3	4	4	3,67	4	3	3	3,33	3	4	4	3,67	4	4	3	3,67	3	3	3	3,00
50	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	4	5	5	4,67	5	4	4	4,33	5	5	5	5,00	5	5	5	5,00
51	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	2	2	3	2,33	3	2	2	2,33	3	2	4	3,00	4	4	2	3,33	2	2	4	2,67	2	2	2	2,00
52	Pria	Ya	> Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00
53	Perempuan	Ya	< Rp 1.000.000	3	5	4	4,00	2	5	4	3,67	2	3	3	2,67	2	5	4	3,67	1	4	3	2,67	3	2	4	3,00
54	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	5	4	4,33	4	4	3	3,67	3	3	4	3,33	4	4	4	4,00	3	3	3	3,00	4	4	2	3,33
55	Pria	Ya	> Rp 2.000.000	4	5	4	4,33	4	4	3	3,67	4	4	5	4,33	5	5	4	4,67	4	5	3	4,00	4	4	5	4,33
56	Pria	Ya	< Rp 1.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00
57	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	4	4,67	3	5	4	4,00	4	5	4	4,33	4	4	3	3,67	4	4	3	3,67	4	4	5	4,33
58	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	4	4	5	4,33	5	5	5	5,00	5	5	5	5,00	5	5	4	4,67	5	5	4	4,67
59	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	3	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	3	3	4	3,33	4	4	4	4,00

NO.	P1	P2	P3	E B 1	E B 2	E B 3	EB	C 1	C 2	C 3	CA	P A 1	P A 2	P A 3	PA	P C 1	P C 2	P C 3	PC	S I 1	S I 2	S I 3	SI	R I 1	R I 2	R I 3	RI
60	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	5	5	4,67	4	5	5	4,67	5	4	4	4,33	4	4	4	4,00	4	4	1	3,00	3	4	4	3,67
61	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	3	3	3,33	3	4	3	3,33	3	3	4	3,33	4	4	4	4,00	3	3	3	3,00	3	3	4	3,33
62	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	4	4	4,33	4	4	4	4,00	4	5	4	4,33	5	4	3	4,00	5	5	4	4,67
63	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	2	3	2,67	1	2	2	1,67	3	2	2	2,33	1	5	3	3,00	1	1	2	1,33	1	1	2	1,33
64	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	5	3	4,00	4	3	4	3,67	4	4	3	3,67	3	3	3	3,00	4	4	4	4,00
65	Perempuan	Ya	< Rp 1.000.000	4	4	4	4,00	2	2	2	2,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00
66	Pria	Ya	> Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00
67	Perempuan	Ya	> Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00
68	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	3	3	3,33	2	3	2	2,33	4	3	4	3,67	4	3	4	3,67	3	3	4	3,33
69	Pria	Ya	> Rp 2.000.000	4	4	4	4,00	4	3	3	3,33	4	3	3	3,33	3	4	5	4,00	5	5	4	4,67	5	5	5	5,00
70	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
71	Perempuan	Ya	> Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00
72	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	4	5	4,67	4	5	4	4,33	5	4	5	4,67	4	5	4	4,33	5	5	4	4,67	5	5	4	4,67
73	Perempuan	Ya	< Rp 1.000.000	4	4	2	3,33	2	4	2	2,67	2	3	2	2,33	2	2	3	2,33	2	2	2	2,00	4	3	2	3,00
74	Pria	Ya	> Rp 2.000.000	4	5	4	4,33	3	4	2	3,00	4	5	3	4,00	4	4	3	3,67	3	4	3	3,33	3	4	5	4,00
75	Perempuan	Ya	> Rp 2.000.000	4	3	4	3,67	5	4	4	4,33	4	3	4	3,67	3	4	4	3,67	3	3	3	3,00	2	4	4	3,33
76	Perempuan	Ya	< Rp 1.000.000	5	3	5	4,33	5	3	2	3,33	3	4	2	3,00	1	3	3	2,33	1	1	4	2,00	5	3	5	4,33
77	Pria	Ya	< Rp 1.000.000	4	5	4	4,33	4	5	4	4,33	4	4	5	4,33	5	3	4	4,00	4	3	4	3,67	5	5	3	4,33
78	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	2	2	2	2,00	2	2	2	2,00	2	2	2	2,00	2	2	2	2,00	2	2	2	2,00	2	2	2	2,00
79	Perempuan	Ya	> Rp 2.000.000	3	4	3	3,33	3	3	4	3,33	3	3	4	3,33	3	2	3	2,67	4	3	3	3,33	4	4	3	3,67
80	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	4	5	2	3,67	2	2	2	2,00	3	3	2	2,67

NO.	P1	P2	P3	E B 1	E B 2	E B 3	EB	C 1	C 2	C 3	CA	P A 1	P A 2	P A 3	PA	P C 1	P C 2	P C 3	PC	S I 1	S I 2	S I 3	SI	R I 1	R I 2	R I 3	RI
81	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	4	4	4,33	5	4	3	4,00	4	5	4	4,33	5	1	4	3,33	4	3	4	3,67	5	3	3	3,67
82	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	5	4	4	4,33	4	4	4	4,00	3	5	3	3,67	2	2	1	1,67	4	4	4	4,00
83	Perempuan	Ya	< Rp 1.000.000	4	3	3	3,33	4	4	3	3,67	4	3	3	3,33	3	4	4	3,67	3	3	2	2,67	3	4	4	3,67
84	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	2	3	2,67	3	3	3	3,00	3	3	2	2,67	3	4	4	3,67	3	1	3	2,33	1	3	5	3,00
85	Perempuan	Ya	< Rp 1.000.000	3	3	4	3,33	4	4	3	3,67	3	3	4	3,33	4	3	3	3,33	3	3	3	3,00	3	4	4	3,67
86	Pria	Ya	> Rp 2.000.000	4	4	4	4,00	4	5	3	4,00	4	4	3	3,67	3	3	5	3,67	3	3	2	2,67	3	3	3	3,00
87	Perempuan	Ya	> Rp 2.000.000	4	3	3	3,33	4	4	4	4,00	4	3	4	3,67	4	4	3	3,67	3	3	2	2,67	3	4	3	3,33
88	Perempuan	Ya	> Rp 2.000.000	3	3	3	3,00	3	3	4	3,33	4	2	3	3,00	3	4	3	3,33	2	2	2	2,00	2	2	2	2,00
89	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	3	4	3,67	3	4	4	3,67	5	4	3	4,00	3	3	3	3,00	3	1	2	2,00	3	4	5	4,00
90	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	4	4	4,33	4	4	4	4,00	4	3	5	4,00	4	5	4	4,33	4	4	3	3,67	4	5	5	4,67
91	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	4	4,67	4	4	4	4,00	4	4	4	4,00	3	4	4	3,67	4	4	2	3,33	3	4	2	3,00
92	Perempuan	Ya	> Rp 2.000.000	3	4	4	3,67	4	2	3	3,00	5	2	3	3,33	4	4	2	3,33	1	2	2	1,67	3	3	2	2,67
93	Perempuan	Ya	> Rp 2.000.000	5	5	5	5,00	4	5	4	4,33	5	5	5	5,00	5	3	5	4,33	4	4	3	3,67	4	5	5	4,67
94	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	2	3	3,00	4	1	3	2,67	3	2	3	2,67	3	4	4	3,67	3	3	2	2,67	3	3	5	3,67
95	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	2	3	2	2,33	2	4	2	2,67	3	2	2	2,33	5	5	1	3,67	3	4	2	3,00	2	4	4	3,33
96	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	3	4	4,00	3	4	3	3,33	3	4	4	3,67	4	3	3	3,33	4	4	3	3,67	4	5	4	4,33
97	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	3	3	3	3,00	3	4	3	3,33
98	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	5	4	4	4,33	4	5	4	4,33	5	4	5	4,67	4	4	4	4,00	2	2	2	2,00	3	4	5	4,00
99	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	2	3	3	2,67	3	3	3	3,00

NO.	P1	P2	P3	E B 1	E B 2	E B 3	EB	C 1	C 2	C 3	CA	P A 1	P A 2	P A 3	PA	P C 1	P C 2	P C 3	PC	S I 1	S I 2	S I 3	SI	R I 1	R I 2	R I 3	RI
100	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
101	Pria	Ya	< Rp 1.000.000	4	4	4	4,00	4	3	5	4,00	3	4	4	3,67	4	3	4	3,67	4	3	4	3,67	4	5	3	4,00
102	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	3	4	3,67	3	4	2	3,00	3	3	2	2,67	3	2	3	2,67	4	3	2	3,00	2	3	4	3,00
103	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	3	5	4,33	5	5	4	4,67	4	4	5	4,33	4	5	3	4,00
104	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	4	3	3,33	3	4	4	3,67	4	3	3	3,33	4	4	4	4,00	2	3	3	2,67	3	4	4	3,67
105	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	4	3	4,00	4	4	4	4,00	4	5	4	4,33	4	4	4	4,00	4	4	3	3,67	4	3	4	3,67
106	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	5	4	4,00	4	5	4	4,33	3	4	4	3,67	5	4	3	4,00	3	4	5	4,00	5	5	4	4,67
107	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	4	4,67	5	5	5	5,00	5	5	5	5,00	4	5	3	4,00	4	4	5	4,33	4	5	5	4,67
108	Pria	Ya	< Rp 1.000.000	4	4	4	4,00	5	4	4	4,33	4	4	5	4,33	5	4	5	4,67	3	3	3	3,00	4	4	4	4,00
109	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	4	3,33	4	3	2	3,00	4	3	3	3,33	4	2	3	3,00	3	2	3	2,67	4	3	2	3,00
110	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	3	4,33	4	4	5	4,33	5	3	5	4,33	4	4	4	4,00	3	5	1	3,00
111	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
112	Perempuan	Ya	< Rp 1.000.000	2	2	2	2,00	2	3	2	2,33	2	2	1	1,67	2	2	2	2,00	2	2	2	2,00	2	2	3	2,33
113	Perempuan	Ya	< Rp 1.000.000	3	5	3	3,67	4	3	5	4,00	5	3	5	4,33	3	3	3	3,00	3	3	1	2,33	3	5	4	4,00
114	Pria	Ya	< Rp 1.000.000	2	2	2	2,00	2	3	1	2,00	2	2	1	1,67	1	1	2	1,33	1	1	1	1,00	1	1	4	2,00
115	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	4	5	4	4,33	4	4	3	3,67	4	5	5	4,67
116	Perempuan	Ya	> Rp 2.000.000	4	4	3	3,67	4	4	5	4,33	4	3	4	3,67	3	5	5	4,33	4	3	3	3,33	4	4	5	4,33
117	Pria	Ya	> Rp 2.000.000	4	3	3	3,33	5	5	4	4,67	5	5	5	5,00	4	2	2	2,67	4	2	2	2,67	4	5	5	4,67
118	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	3	3,00	4	3	5	4,00	4	2	3	3,00	4	3	3	3,33	3	2	3	2,67	3	2	4	3,00

NO.	P1	P2	P3	E B 1	E B 2	E B 3	EB	C 1	C 2	C 3	CA	P A 1	P A 2	P A 3	PA	P C 1	P C 2	P C 3	PC	S I 1	S I 2	S I 3	SI	R I 1	R I 2	R I 3	RI
119	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	3	5	5	4,33	3	4	3	3,33	4	4	5	4,33	4	3	4	3,67	3	3	3	3,00	4	4	5	4,33
120	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	1	1	1	1,00	2	2	3	2,33	3	2	1	2,00	1	5	4	3,33	2	2	1	1,67	1	1	1	1,00
121	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	5	4	2	3,67	4	4	4	4,00	3	4	5	4,00	4	4	4	4,00	4	3	3	3,33	2	4	5	3,67
122	Perempuan	Ya	> Rp 2.000.000	3	3	4	3,33	4	4	4	4,00	4	4	4	4,00	3	4	4	3,67	2	2	4	2,67	3	4	2	3,00
123	Perempuan	Ya	< Rp 1.000.000	3	4	3	3,33	3	4	3	3,33	3	3	4	3,33	3	4	4	3,67	2	2	2	2,00	2	3	4	3,00
124	Perempuan	Ya	> Rp 2.000.000	2	3	3	2,67	3	3	3	3,00	3	3	4	3,33	3	2	4	3,00	3	2	2	2,33	2	4	3	3,00
125	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	2	3	3	2,67	3	2	2	2,33	3	3	5	3,67	3	3	3	3,00	3	3	4	3,33	5	5	3	4,33
126	Perempuan	Ya	> Rp 2.000.000	4	4	3	3,67	4	4	3	3,67	4	4	4	4,00	4	4	4	4,00	3	3	4	3,33	4	4	4	4,00
127	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	3	3,67	3	5	3	3,67	4	3	3	3,33	3	5	3	3,67	1	1	1	1,00	1	4	4	3,00
128	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	1	3	2	2,00	1	3	1	1,67	1	3	1	1,67	3	3	3	3,00	3	3	3	3,00	2	3	1	2,00
129	Perempuan	Ya	> Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	5	4	4,33	4	5	5	4,67	3	3	3	3,00	4	4	5	4,33
130	Perempuan	Ya	< Rp 1.000.000	4	4	4	4,00	3	4	4	3,67	4	4	4	4,00	4	3	4	3,67	4	3	4	3,67	4	4	4	4,00
131	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	5	4	4,33	4	4	4	4,00	4	3	4	3,67	5	4	5	4,67	3	2	4	3,00	3	4	5	4,00
132	Perempuan	Ya	> Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	2	2,67	4	4	3	3,67	2	2	2	2,00	2	2	2	2,00
133	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	5	4	4,33	3	3	3	3,00	4	4	5	4,33	3	3	4	3,33	4	4	4	4,00	4	4	4	4,00
134	Pria	Ya	< Rp 1.000.000	4	5	5	4,67	4	5	5	4,67	5	3	4	4,00	3	3	3	3,00	2	4	5	3,67	4	4	4	4,00
135	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	2	3	3,00	4	5	4	4,33	3	2	2	2,33	3	2	3	2,67	3	3	2	2,67	2	4	2	2,67
136	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	4	4	3,67	3	3	4	3,33	4	3	3	3,33	4	4	4	4,00	2	2	1	1,67	1	3	4	2,67
137	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00
138	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	2	2	2	2,00	4	4	4	4,00



NO.	P1	P2	P3	E B 1	E B 2	E B 3	EB	C 1	C 2	C 3	CA	P A 1	P A 2	P A 3	PA	P C 1	P C 2	P C 3	PC	S I 1	S I 2	S I 3	SI	R I 1	R I 2	R I 3	RI
139	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00
140	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	3	3,00	3	4	3	3,33	3	3	3	3,00	3	5	5	4,33	3	3	1	2,33	3	3	3	3,00
141	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00
142	Pria	Ya	< Rp 1.000.000	3	4	3	3,33	4	4	3	3,67	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
143	Pria	Ya	< Rp 1.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
144	Pria	Ya	< Rp 1.000.000	4	4	2	3,33	4	4	2	3,33	4	2	2	2,67	4	2	4	3,33	2	2	2	2,00	2	3	2	2,33
145	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	4	4	4,33	5	3	4	4,00	3	3	3	3,00	3	1	3	2,33	3	3	1	2,33	3	3	1	2,33
146	Pria	Ya	> Rp 2.000.000	4	4	3	3,67	3	3	3	3,00	3	3	3	3,00	3	1	3	2,33	3	3	3	3,00	3	3	4	3,33
147	Pria	Ya	< Rp 1.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
148	Pria	Ya	> Rp 2.000.000	4	3	3	3,33	5	4	5	4,67	5	4	4	4,33	4	3	4	3,67	4	4	4	4,00	4	4	4	4,00
149	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	3	4,33	5	5	5	5,00
150	Pria	Ya	< Rp 1.000.000	2	3	3	2,67	3	3	3	3,00	3	2	2	2,33	3	5	5	4,33	3	3	3	3,00	2	2	2	2,00
151	Pria	Ya	> Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00
152	Pria	Ya	< Rp 1.000.000	4	4	4	4,00	5	4	4	4,33	4	4	4	4,00	4	4	4	4,00	3	3	3	3,00	4	4	4	4,00
153	Pria	Ya	< Rp 1.000.000	3	3	3	3,00	3	3	3	3,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00
154	Pria	Ya	> Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
155	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	2	2	2,33	2	3	3	2,67	3	2	2	2,33	4	3	2	3,00	3	4	4	3,67	3	4	2	3,00
156	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	2	2	2	2,00	4	4	4	4,00	3	2	3	2,67	2	4	4	3,33	2	2	2	2,00	2	3	2	2,33
157	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	4	3	3,33	4	4	3	3,67	3	3	3	3,00	3	4	3	3,33	2	2	2	2,00	2	4	3	3,00
158	Pria	Ya	> Rp 2.000.000	5	5	5	5,00	3	5	5	4,33	5	5	5	5,00	5	5	5	5,00	5	5	1	3,67	3	5	5	4,33
159	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	4	5	5	4,67	5	5	5	5,00
160	Perempuan	Ya	> Rp 2.000.000	4	4	4	4,00	3	3	4	3,33	4	4	3	3,67	2	5	5	4,00	2	2	2	2,00	3	4	5	4,00

NO.	P1	P2	P3	E B 1	E B 2	E B 3	EB	C 1	C 2	C 3	CA	P A 1	P A 2	P A 3	PA	P C 1	P C 2	P C 3	PC	S I 1	S I 2	S I 3	SI	R I 1	R I 2	R I 3	RI
161	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	1	5	3,67	5	5	5	5,00	5	5	1	3,67	5	5	1	3,67
162	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	4	4	4	4,00	4	4	4	4,00	4	2	3	3,00	2	2	3	2,33	5	5	4	4,67
163	Perempuan	Ya	> Rp 2.000.000	5	4	4	4,33	4	4	5	4,33	4	4	4	4,00	4	5	5	4,67	4	3	3	3,33	3	4	4	3,67
164	Pria	Ya	< Rp 1.000.000	5	3	4	4,00	4	4	5	4,33	4	4	3	3,67	3	3	3	3,00	4	3	4	3,67	3	5	3	3,67
165	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	3	4	3	3,33	4	3	3	3,33	4	2	5	3,67	2	3	2	2,33	3	4	4	3,67
166	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	3	3,67	3	4	3	3,33	3	3	3	3,00	3	4	3	3,33	3	2	4	3,00	3	3	4	3,33
167	Perempuan	Ya	> Rp 2.000.000	4	5	5	4,67	4	4	4	4,00	3	4	4	3,67	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00
168	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	5	4,33	4	4	4	4,00	4	4	4	4,00
169	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	3	3,67	3	4	4	3,67	3	3	3	3,00	4	3	4	3,67	3	3	4	3,33	3	4	4	3,67
170	Perempuan	Ya	> Rp 2.000.000	4	5	4	4,33	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	5	4	4	4,33	4	4	5	4,33
171	Perempuan	Ya	< Rp 1.000.000	4	5	4	4,33	4	4	4	4,00	4	5	4	4,33	4	5	5	4,67	4	4	4	4,00	4	4	4	4,00
172	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	3	2	3	2,67	3	4	4	3,67	2	2	2	2,00	4	2	2	2,67	2	2	4	2,67	3	3	4	3,33
173	Pria	Ya	< Rp 1.000.000	5	4	4	4,33	5	4	4	4,33	4	5	3	4,00	4	4	3	3,67	4	4	4	4,00	3	4	4	3,67
174	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00	3	3	3	3,00
175	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	3	3	3	3,00	4	4	3	3,67
176	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00	5	5	5	5,00
177	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	3	4	4	3,67	3	4	4	3,67	4	4	3	3,67	4	4	4	4,00	3	3	4	3,33	4	3	4	3,67
178	Perempuan	Ya	Rp 1.000.000 - Rp 2.000.000	2	3	3	2,67	3	2	2	2,33	2	2	2	2,00	2	3	3	2,67	3	3	2	2,67	2	2	2	2,00
179	Pria	Ya	Rp 1.000.000 - Rp 2.000.000	4	2	2	2,67	4	4	4	4,00	4	2	4	3,33	5	2	5	4,00	2	2	2	2,00	2	3	2	2,33

NO.	P1	P2	P3	E B 1	E B 2	E B 3	EB	C 1	C 2	C 3	CA	P A 1	P A 2	P A 3	PA	P C 1	P C 2	P C 3	PC	S I 1	S I 2	S I 3	SI	R I 1	R I 2	R I 3	RI
180	Perempuan	Ya	> Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00
181	Perempuan	Ya	> Rp 2.000.000	4	4	4	4,00	4	4	4	4,00	4	4	4	4,00	4	3	4	3,67	4	4	3	3,67	4	4	3	3,67

### APPENDIX III - DESCRIPTIVE RESULT

#### Respondent's Gender

		Frequency	Percent	Valid percent	Cumulative Percent
Valid	Female	74	40,9	40,9	40,9
	Male	107	59,1	59,1	100
	Total	181	100	100	

#### Respondent's Monthly Allowance

		Frequency	Percent	Valid percent	Cumulative Percent
Valid	< Rp 1.000.000	33	18,2	18,2	18,2
	Rp 1.000.000 – Rp 2.000.000	49	54,7	54,7	72,9
	> Rp 2.000.000	99	27,1	27,1	100
	total	181	100	100	

#### Economic Benefit Variable

	N	Minimum	Maximum	Mean	Std. Deviation	Value
EB1	181	1	5	3,80	0,957	High
EB2	181	1	5	3,82	0,961	High
EB3	181	1	5	3,71	0,923	High
Average				3,77		High

#### Convenience Variable

	N	Minimum	Maximum	Mean	Std. Deviation	Value
C1	181	1	5	3,70	0,948	High
C2	181	1	5	3,83	0,898	High
C3	181	1	5	3,62	0,939	High
Average				3,71		High

#### Positive Attitude Towards Mobile Coupons

	N	Minimum	Maximum	Mean	Std. Deviation	Value
PA1	181	1	5	3,76	0,852	High
PA2	181	1	5	3,54	0,946	High
PA3	181	1	5	3,65	1,019	High
Average				3,65		High

#### Perceived Control Variable

	N	Minimum	Maximum	Mean	Std. Deviation	Value
PC1	181	1	5	3,70	0,920	High
PC2	181	1	5	3,70	1,054	High
PC3	181	1	5	3,73	0,924	High
Average				3,71		High

**Social Influence Variable**

	N	Minimum	Maximum	Mean	Std. Deviation	Value
SI1	181	1	5	3,25	1,021	Moderate
SI2	181	1	5	3,18	1,008	Moderate
SI3	181	1	5	3,10	1,072	Moderate
Average				3,17		Moderate

**Consumers' Intention to Redeem Mobile Coupon**

	N	Minimum	Maximum	Mean	Std. Deviation	Value
RI1	181	1	5	3,45	0,997	High
RI2	181	1	5	3,77	0,944	High
RI3	181	1	5	3,59	1,100	High
Average				3,6		High

## APPENDIX IV – VALIDITY AND RELIABILITY RESULT

### Validity result of economic benefit (EB)

Descriptive Statistic			
	mean	Std. deviation	N
EB1	3,83	,950	30
EB2	3,97	,809	30
EB3	3,87	,937	30
EBTOTAL	11,67	2.279	30

Correlations					
		EB1	EB2	EB3	EBTOTAL
EB1	Pearson Correlation	1	,756	,478	,881
	Sig. (2-tailed)		,000	,008	,000
	N	30	30	30	30
EB2	Pearson Correlation	,756	1	,494	,873
	Sig. (2-tailed)	,000		,005	,000
	N	30	30	30	30
EB3	Pearson Correlation	,478	,494	1	,786
	Sig. (2-tailed)	,008	,005		,000
	N	30	30	30	30
EBTOTAL	Pearson Correlation	,881	,873	,786	1
	Sig. (2-tailed)	,000	,000	,000	
	N	30	30	30	30

### Validity result of convenience (C)

Descriptive Statistic			
	mean	Std. deviation	N
C1	3,77	1,006	30
C2	3,97	,718	30
C3	3,67	,758	30
CTOTAL	11,40	2,283	30

Correlations					
		C1	C2	C3	CTOTAL
C1	Pearson Correlation	1	,752	,753	,927
	Sig. (2-tailed)		,000	,000	,000
	N	30	30	30	30
C2	Pearson Correlation	,752	1	,802	,912
	Sig. (2-tailed)	,000	,000	,000	,000
	N	30	30	30	30
C3	Pearson Correlation	,753	,802	1	,916
	Sig. (2-tailed)	,000	,000	,000	,000
Correlations					
		C1	C2	C3	CTOTAL
C3	N	30	30	30	30
CTOTAL	Pearson Correlation	,927	,912	,916	1
	Sig. (2-tailed)	,000	,000	,000	
	N	30	30	30	30

### Validity result of consumer positive attitude towards mobile coupons (PA)

Descriptive Statistic			
	mean	Std. deviation	N
PA1	3,90	,607	30
PA2	3,63	,669	30
PA3	3,70	,837	30
PATOTAL	11,23	1,755	30

Correlations					
		PA1	PA2	PA3	PATOTAL
PA1	Pearson Correlation	1	,586	,278	,702
	Sig. (2-tailed)		,001	,137	,000
	N	30	30	30	30
PA2	Pearson Correlation	,586	1	,721	,927
	Sig. (2-tailed)	,001		,000	,000
	N	30	30	30	30
PA3	Pearson Correlation	,278	,721	1	,848
	Sig. (2-tailed)	,137	,000		,000
	N	30	30	30	30
PA4	Pearson Correlation	,702	,927	,848	1
	Sig. (2-tailed)	,000	,000	,000	
	N	30	30	30	30

### Validity result of perceived control (PC)

Descriptive Statistic			
	mean	Std. deviation	N
PC1	3,77	,774	30
PC2	3,77	1,006	30
PC3	3,70	,952	30
PCTOTAL	11,23	2,063	30

Correlations					
		PC1	PC2	PC3	PCTOTAL
PC1	Pearson Correlation	1	,370	,276	,683
	Sig. (2-tailed)		,044	,140	,000
	N	30	30	30	30
PC2	Pearson Correlation	,370	1	,392	,808
Correlations					
		C1	C2	C3	CTOTAL
PC2	Sig. (2-tailed)	,044		0.32	,000
	N	30	30	30	30
PC3	Pearson Correlation	,276	3.92	1	,757
	Sig. (2-tailed)	,140	,032		,000
	N	30	30	30	30
PCTOTAL	Pearson Correlation	,683	,808	,757	1
	Sig. (2-tailed)	,000	,000	,000	
	N	30	30	30	30

### Validity result of social influence (SI)

Descriptive Statistic			
	mean	Std. deviation	N
SI1	3,23	1,040	30
SI2	3,20	,961	30
SI3	3,23	,971	30
SITOTAL	9,67	2,631	30

Correlations					
		SI1	SI2	SI3	SITOTAL
SI1	Pearson Correlation	1	,814	,627	,924
	Sig. (2-tailed)		,000	,000	,000
	N	30	30	30	30
SI2	Pearson Correlation	,814	1	,576	,900
	Sig. (2-tailed)	,000		,001	,000
	N	30	30	30	30
SI3	Pearson Correlation	,627	,576	1	,828
	Sig. (2-tailed)	,000	,001		,000
	N	30	30	30	30
SITOTAL	Pearson Correlation	,924	,900	,828	1
	Sig. (2-tailed)	,000	,000	,000	
	N	30	30	30	30

### Validity result of consumers' intention to redeem mobile coupons (RI)

Descriptive Statistic			
	mean	Std. deviation	N
RI1	3,67	,711	30
RI2	3,83	,791	30
RI3	3,57	1,006	30
RITOTAL	11,07	2,100	30

Correlations					
		RI1	RI2	RI3	RITOTAL
RI1	Pearson Correlation	1	,572	,610	,847
	Sig. (2-tailed)		,001	,000	,000
	N	30	30	30	30
RI2	Pearson Correlation	,572	1	,469	,795
	Sig. (2-tailed)	,001		,009	,000
	N	30	30	30	30
RI3	Pearson Correlation	,610	,469	1	,863
	Sig. (2-tailed)	,000	,009		,000
	N	30	30	30	30
RI4	Pearson Correlation	,847	,795	,863	1
	Sig. (2-tailed)	,000	,000	,000	
	N	30	30	30	30

### Reliability result of economic benefit

Case Processing Summary			
		N	%
cases	Valid	30	100
	Excluded	0	0
	Total	30	100



Reliability Statistics	
Cronbach's Alpha	N of Items
,797	3

#### Reliability result of convenience

Case Processing Summary			
		N	%
cases	Valid	30	100
	Excluded	0	0
	Total	30	100

Reliability Statistics	
Cronbach's Alpha	N of Items
,895	3

#### Reliability result of consumer positive attitude towards mobile coupons

Case Processing Summary			
		N	%
cases	Valid	30	100
	Excluded	0	0
	Total	30	100

Reliability Statistics	
Cronbach's Alpha	N of Items
,762	3

#### Reliability result of perceived value

Case Processing Summary			
		N	%
cases	Valid	30	100
	Excluded	0	0
	Total	30	100

Reliability Statistics	
Cronbach's Alpha	N of Items
,612	3

#### Reliability result of social influence

Case Processing Summary			
		N	%
cases	Valid	30	100
	Excluded	0	0
	Total	30	100

Reliability Statistics	
Cronbach's Alpha	N of Items
,861	3

**Reliability result of consumers' intention to redeem mobile coupon**

Case Processing Summary			
		N	%
cases	Valid	30	100
	Excluded	0	0
	Total	30	100

Reliability Statistics	
Cronbach's Alpha	N of Items
,770	3



## APPENDIX V – REGRESSION RESULT

### The effect of economic benefits on consumer positive attitude towards mobile coupons

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,815	,664	,662	1,433
a. Predictors: (Constant), EBTOTAL				

ANOVA <sup>a</sup>						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	726,135	1	726,135	353,672	,000
	Residual	367,511	179	2,053		
	Total	1093,646	180			
a. Dependent Variable: PATOTAL						
b. Predictors: (Constant), EBTOTAL						

Coefficients <sup>a</sup>						
Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	1,960	,490		3,999	,000
	EBTOTAL	,794	,042	,815	18,806	,000
a. Dependent Variable: PATOTAL						

### The effect of convenience on consumer positive attitude towards mobile coupons

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,781	,611	,608	1,542
a. Predictors: (Constant), CTOTAL				

ANOVA <sup>a</sup>						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	667,798	1	667,798	280,701	,000
	Residual	425,848	179	2,379		
	Total	1093,646	180			
a. Dependent Variable: PATOTAL						
b. Predictors: (Constant), CTOTAL						

Coefficients <sup>a</sup>						
Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	2,059	,543		3,789	,000
	CTOTAL	,798	,048	,781	16,754	,000
a. Dependent Variable: PATOTAL						

**The effect of consumer positive attitude towards mobile coupons on consumer s' intention to redeem mobile coupons**

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,759	,576	,574	1,632
a. Predictors: (Constant), PATOTAL				

ANOVA <sup>a</sup>						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	647,415	1	647,415	243,044	,000
	Residual	476,817	179	2,664		
	Total	1124,232	180			
a. Dependent Variable: RITOTAL						
b. Predictors: (Constant), PATOTAL						

Coefficients <sup>a</sup>						
Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	2,377	,554		4,290	,000
	PATOTAL	,769	,049	,759	15,590	,000
a. Dependent Variable: RITOTAL						

**The effect of perceived control on consumer s' intention to redeem mobile coupons**

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,564	,318	,315	2,069
a. Predictors: (Constant), PCTOTAL				

ANOVA <sup>a</sup>						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	357,884	1	357,884	83,593	,000
	Residual	766,348	179	4,281		
	Total	1124,232	180			
a. Dependent Variable: RITOTAL						
b. Predictors: (Constant), PCTOTAL						

Coefficients <sup>a</sup>						
Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	3,814	,780		4,888	,000
	PCTOTAL	,628	,069	,564	9,143	,000
a. Dependent Variable: RITOTAL						

**The effect of social influence on consumer s' intention to redeem mobile coupons**

<b>Model Summary</b>				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,694	,481	,478	1,805
a. Predictors: (Constant), SITOTAL				

<b>ANOVA<sup>a</sup></b>						
Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	540,966	1	540,966	166,019	,000
	Residual	583,266	179	3,258		
	Total	1124,232	180			
a. Dependent Variable: RITOTAL						
b. Predictors: (Constant), SITOTAL						

<b>Coefficients<sup>a</sup></b>						
Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	4,619	,499		9,265	,000
	SITOTAL	,649	,050	,694	12,885	,000
a. Dependent Variable: RITOTAL						

## APPENDIX VI – STASTISICS R-TABLE

	<b>0,1</b>	<b>0,05</b>	<b>0,02</b>	<b>0,01</b>	<b>0,001</b>
<b>DF = n-2</b>	<b>r 0,005</b>	<b>r 0,05</b>	<b>r 0,025</b>	<b>r 0,01</b>	<b>r 0,001</b>
1	0,9877	0,9969	0,9995	0,9999	1,0000
2	0,9000	0,9500	0,9800	0,9900	0,9990
3	0,8054	0,8783	0,9343	0,9587	0,9911
4	0,7293	0,8114	0,8822	0,9172	0,9741
5	0,6694	0,7545	0,8329	0,8745	0,9509
6	0,6215	0,7067	0,7887	0,8343	0,9249
7	0,5822	0,6664	0,7498	0,7977	0,8983
8	0,5494	0,6319	0,7155	0,7646	0,8721
9	0,5214	0,6021	0,6851	0,7348	0,8470
10	0,4973	0,5760	0,6581	0,7079	0,8233
11	0,4762	0,5529	0,6339	0,6835	0,8010
12	0,4575	0,5324	0,6120	0,6614	0,7800
13	0,4409	0,5140	0,5923	0,6411	0,7604
14	0,4259	0,4973	0,5742	0,6226	0,7419
15	0,4124	0,4821	0,5577	0,6055	0,7247
16	0,4000	0,4683	0,5425	0,5897	0,7084
17	0,3887	0,4555	0,5285	0,5751	0,6932
18	0,3783	0,4438	0,5155	0,5614	0,6788
19	0,3687	0,4329	0,5034	0,5487	0,6652
20	0,3598	0,4227	0,4921	0,5368	0,6524
21	0,3515	0,4132	0,4815	0,5256	0,6402
22	0,3438	0,4044	0,4716	0,5151	0,6287
23	0,3365	0,3961	0,4622	0,5052	0,6178
24	0,3297	0,3882	0,4534	0,4958	0,6074
25	0,3233	0,3809	0,4451	0,4869	0,5974
26	0,3172	0,3739	0,4372	0,4785	0,5880
27	0,3115	0,3673	0,4297	0,4705	0,5790
28	0,3061	0,3610	0,4226	0,4629	0,5703
29	0,3009	0,3550	0,4158	0,4556	0,5620
30	0,2960	0,3494	0,4093	0,4487	0,5541
31	0,2913	0,3440	0,4032	0,4421	0,5465
32	0,2869	0,3388	0,3972	0,4357	0,5392
33	0,2826	0,3338	0,3916	0,4296	0,5322
34	0,2785	0,3291	0,3862	0,4238	0,5254
35	0,2746	0,3246	0,3810	0,4182	0,5189
36	0,2709	0,3202	0,3760	0,4128	0,5126

DF = n-2	0,1	0,05	0,02	0,01	0,001
	r 0,005	r 0,05	r 0,025	r 0,01	r 0,001
37	0,2673	0,3160	0,3712	0,4076	0,5066
38	0,2638	0,3120	0,3665	0,4026	0,5007
39	0,2605	0,3081	0,3621	0,3978	0,4950
40	0,2573	0,3044	0,3578	0,3932	0,4896
41	0,2542	0,3008	0,3536	0,3887	0,4843
42	0,2512	0,2973	0,3496	0,3843	0,4791
43	0,2483	0,2940	0,3457	0,3801	0,4742
44	0,2455	0,2907	0,3420	0,3761	0,4694
45	0,2429	0,2876	0,3384	0,3721	0,4647
46	0,2403	0,2845	0,3348	0,3683	0,4601
47	0,2377	0,2816	0,3314	0,3646	0,4557
48	0,2353	0,2787	0,3281	0,3610	0,4514
49	0,2329	0,2759	0,3249	0,3575	0,4473
50	0,2306	0,2732	0,3218	0,3542	0,4432
51	0,2284	0,2706	0,3188	0,3509	0,4393
52	0,2262	0,2681	0,3158	0,3477	0,4354
53	0,2241	0,2656	0,3129	0,3445	0,4317
54	0,2221	0,2632	0,3102	0,3415	0,4280
55	0,2201	0,2609	0,3074	0,3385	0,4244
56	0,2181	0,2586	0,3048	0,3357	0,4210
57	0,2162	0,2564	0,3022	0,3328	0,4176
58	0,2144	0,2542	0,2997	0,3301	0,4143
59	0,2126	0,2521	0,2972	0,3274	0,4110
60	0,2108	0,2500	0,2948	0,3248	0,4079
61	0,2091	0,2480	0,2925	0,3223	0,4048
62	0,2075	0,2461	0,2902	0,3198	0,4018
63	0,2058	0,2441	0,2880	0,3173	0,3988
64	0,2042	0,2423	0,2858	0,3150	0,3959
65	0,2027	0,2404	0,2837	0,3126	0,3931
66	0,2012	0,2387	0,2816	0,3104	0,3903
67	0,1997	0,2369	0,2796	0,3081	0,3876
68	0,1982	0,2352	0,2776	0,3060	0,3850
69	0,1968	0,2335	0,2756	0,3038	0,3823
70	0,1954	0,2319	0,2737	0,3017	0,3798
71	0,1940	0,2303	0,2718	0,2997	0,3773
72	0,1927	0,2287	0,2700	0,2977	0,3748
73	0,1914	0,2272	0,2682	0,2957	0,3724
74	0,1901	0,2257	0,2664	0,2938	0,3701
75	0,1888	0,2242	0,2647	0,2919	0,3678

DF = n-2	0,1	0,05	0,02	0,01	0,001
	r 0,005	r 0,05	r 0,025	r 0,01	r 0,001
76	0,1876	0,2227	0,2630	0,2900	0,3655
77	0,1864	0,2213	0,2613	0,2882	0,3633
78	0,1852	0,2199	0,2597	0,2864	0,3611
79	0,1841	0,2185	0,2581	0,2847	0,3589
80	0,1829	0,2172	0,2565	0,2830	0,3568
81	0,1818	0,2159	0,2550	0,2813	0,3547
82	0,1807	0,2146	0,2535	0,2796	0,3527
83	0,1796	0,2133	0,2520	0,2780	0,3507
84	0,1786	0,2120	0,2505	0,2764	0,3487
85	0,1775	0,2108	0,2491	0,2748	0,3468
86	0,1765	0,2096	0,2477	0,2732	0,3449
87	0,1755	0,2084	0,2463	0,2717	0,3430
88	0,1745	0,2072	0,2449	0,2702	0,3412
89	0,1735	0,2061	0,2435	0,2687	0,3393
90	0,1726	0,2050	0,2422	0,2673	0,3375
91	0,1716	0,2039	0,2409	0,2659	0,3358
92	0,1707	0,2028	0,2396	0,2645	0,3341
93	0,1698	0,2017	0,2384	0,2631	0,3323
94	0,1689	0,2006	0,2371	0,2617	0,3307
95	0,1680	0,1996	0,2359	0,2604	0,3290
96	0,1671	0,1986	0,2347	0,2591	0,3274
97	0,1663	0,1975	0,2335	0,2578	0,3258
98	0,1654	0,1966	0,2324	0,2565	0,3242
99	0,1646	0,1956	0,2312	0,2552	0,3226
100	0,1638	0,1946	0,2301	0,2540	0,3211
101	0,1630	0,1937	0,2290	0,2528	0,3196
102	0,1622	0,1927	0,2279	0,2515	0,3181
103	0,1614	0,1918	0,2268	0,2504	0,3166
104	0,1606	0,1909	0,2257	0,2492	0,3152
105	0,1599	0,1900	0,2247	0,2480	0,3137
106	0,1591	0,1891	0,2236	0,2469	0,3123
107	0,1584	0,1882	0,2226	0,2458	0,3109
108	0,1576	0,1874	0,2216	0,2446	0,3095
109	0,1569	0,1865	0,2206	0,2436	0,3082
110	0,1562	0,1857	0,2196	0,2425	0,3068
111	0,1555	0,1848	0,2186	0,2414	0,3055
112	0,1548	0,1840	0,2177	0,2403	0,3042
113	0,1541	0,1832	0,2167	0,2393	0,3029
114	0,1535	0,1824	0,2158	0,2383	0,3016



DF = n-2	0,1	0,05	0,02	0,01	0,001
	r 0,005	r 0,05	r 0,025	r 0,01	r 0,001
115	0,1528	0,1816	0,2149	0,2373	0,3004
116	0,1522	0,1809	0,2139	0,2363	0,2991
117	0,1515	0,1801	0,2131	0,2353	0,2979
118	0,1509	0,1793	0,2122	0,2343	0,2967
119	0,1502	0,1786	0,2113	0,2333	0,2955
120	0,1496	0,1779	0,2104	0,2324	0,2943
121	0,1490	0,1771	0,2096	0,2315	0,2931
122	0,1484	0,1764	0,2087	0,2305	0,2920
123	0,1478	0,1757	0,2079	0,2296	0,2908
124	0,1472	0,1750	0,2071	0,2287	0,2897
125	0,1466	0,1743	0,2062	0,2278	0,2886
126	0,1460	0,1736	0,2054	0,2269	0,2875
127	0,1455	0,1729	0,2046	0,2260	0,2864
128	0,1449	0,1723	0,2039	0,2252	0,2853
129	0,1443	0,1716	0,2031	0,2243	0,2843
130	0,1438	0,1710	0,2023	0,2235	0,2832
131	0,1432	0,1703	0,2015	0,2226	0,2822
132	0,1427	0,1697	0,2008	0,2218	0,2811
133	0,1422	0,1690	0,2001	0,2210	0,2801
134	0,1416	0,1684	0,1993	0,2202	0,2791
135	0,1411	0,1678	0,1986	0,2194	0,2781
136	0,1406	0,1672	0,1979	0,2186	0,2771
137	0,1401	0,1666	0,1972	0,2178	0,2761
138	0,1396	0,1660	0,1965	0,2170	0,2752
139	0,1391	0,1654	0,1958	0,2163	0,2742
140	0,1386	0,1648	0,1951	0,2155	0,2733
141	0,1381	0,1642	0,1944	0,2148	0,2723
142	0,1376	0,1637	0,1937	0,2140	0,2714
143	0,1371	0,1631	0,1930	0,2133	0,2705
144	0,1367	0,1625	0,1924	0,2126	0,2696
145	0,1362	0,1620	0,1917	0,2118	0,2687
146	0,1357	0,1614	0,1911	0,2111	0,2678
147	0,1353	0,1609	0,1904	0,2104	0,2669
148	0,1348	0,1603	0,1898	0,2097	0,2660
149	0,1344	0,1598	0,1892	0,2090	0,2652
150	0,1339	0,1593	0,1886	0,2083	0,2643
151	0,1335	0,1587	0,1879	0,2077	0,2635
152	0,1330	0,1582	0,1873	0,2070	0,2626
153	0,1326	0,1577	0,1867	0,2063	0,2618

	<b>0,1</b>	<b>0,05</b>	<b>0,02</b>	<b>0,01</b>	<b>0,001</b>
<b>DF = n-2</b>	<b>r 0,005</b>	<b>r 0,05</b>	<b>r 0,025</b>	<b>r 0,01</b>	<b>r 0,001</b>
154	0,1322	0,1572	0,1861	0,2057	0,2610
155	0,1318	0,1567	0,1855	0,2050	0,2602
156	0,1313	0,1562	0,1849	0,2044	0,2593
157	0,1309	0,1557	0,1844	0,2037	0,2585
158	0,1305	0,1552	0,1838	0,2031	0,2578
159	0,1301	0,1547	0,1832	0,2025	0,2570
160	0,1297	0,1543	0,1826	0,2019	0,2562
161	0,1293	0,1538	0,1821	0,2012	0,2554
162	0,1289	0,1533	0,1815	0,2006	0,2546
163	0,1285	0,1528	0,1810	0,2000	0,2539
164	0,1281	0,1524	0,1804	0,1994	0,2531
165	0,1277	0,1519	0,1799	0,1988	0,2524
166	0,1273	0,1515	0,1794	0,1982	0,2517
167	0,1270	0,1510	0,1788	0,1976	0,2509
168	0,1266	0,1506	0,1783	0,1971	0,2502
169	0,1262	0,1501	0,1778	0,1965	0,2495
170	0,1258	0,1497	0,1773	0,1959	0,2488
171	0,1255	0,1493	0,1768	0,1954	0,2481
172	0,1251	0,1488	0,1762	0,1948	0,2473
173	0,1247	0,1484	0,1757	0,1942	0,2467
174	0,1244	0,1480	0,1752	0,1937	0,2460
175	0,1240	0,1476	0,1747	0,1932	0,2453
176	0,1237	0,1471	0,1743	0,1926	0,2446
177	0,1233	0,1467	0,1738	0,1921	0,2439
178	0,1230	0,1463	0,1733	0,1915	0,2433
179	0,1226	0,1459	0,1728	0,1910	0,2426
180	0,1223	0,1455	0,1723	0,1905	0,2419
181	0,1220	0,1451	0,1719	0,1900	0,2413